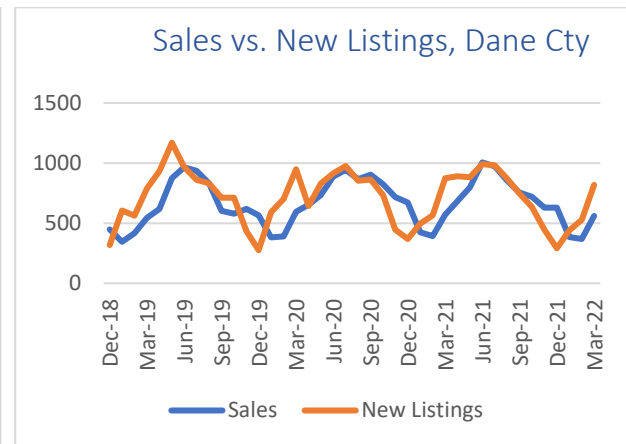
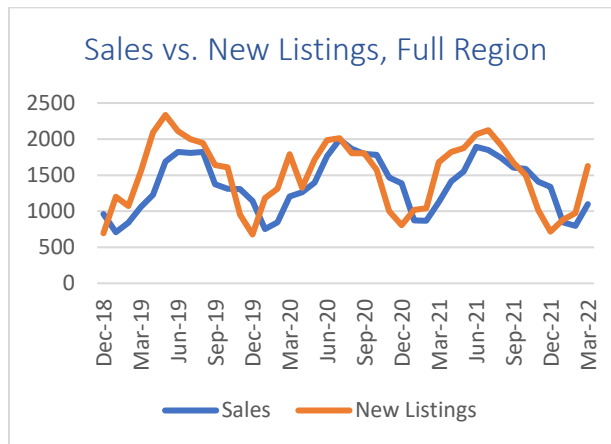
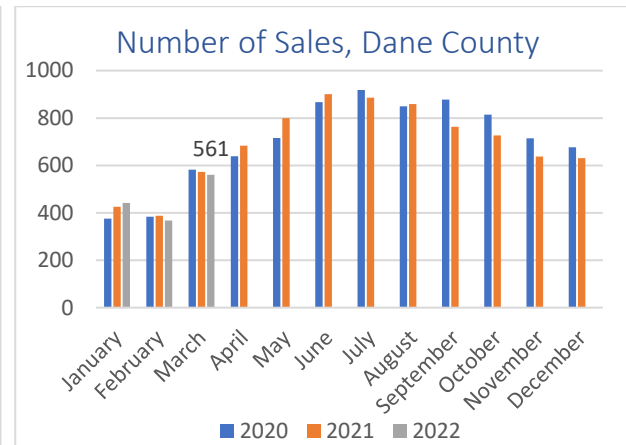
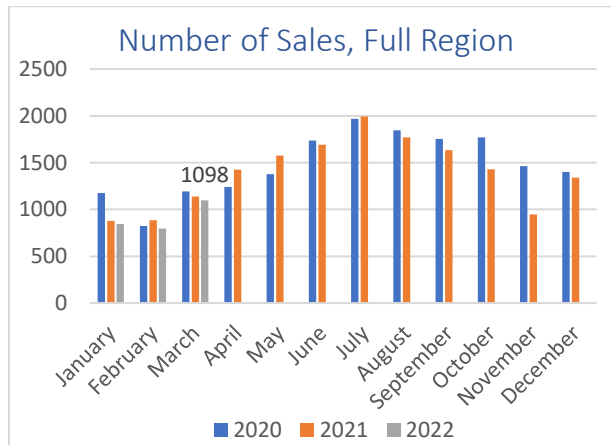


Market Statistics: January-March 2022

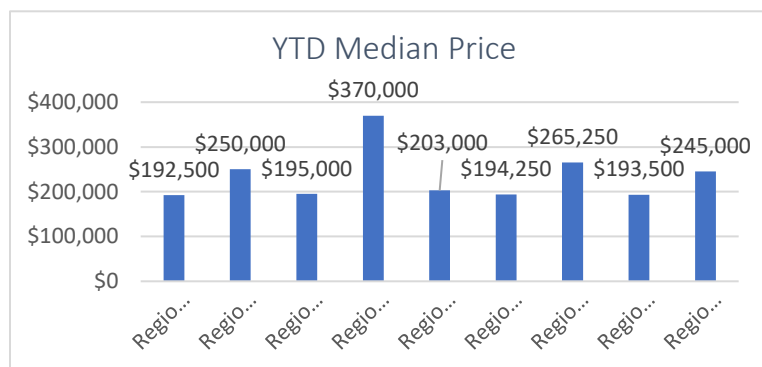
Home Sales:

Although the number of home sales did see an increase from previous months, the number of sales as compared to previous years continues to decline. Lack of supply remains a root cause as demand has remained strong. Markets did see an increase of new listings as compared to sales as we move into the spring market, which should provide additional opportunities for buyers.



Home Prices:

The lack of inventory and increased demand have resulted in increased home prices across the region, 11.9% year to date over 2021. 10.4% in Dane County, and 12.4% in Sauk County.

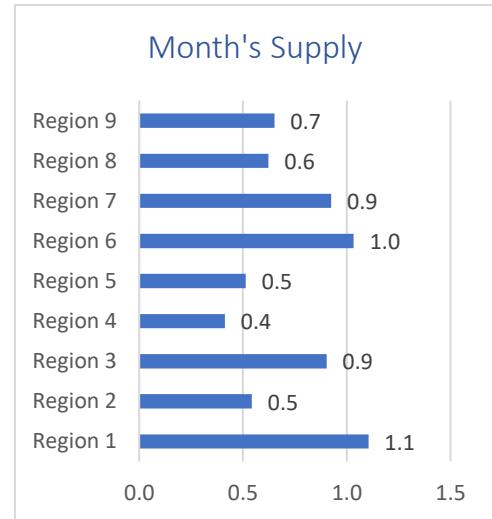


Inventory:

The number of Month's Supply, a calculation that divides the number of sales in the last 30 days by the number of active listings, helps gauge the supply/demand balance in the market place. This number remains very low across South Central Wisconsin, pointing to a continued seller's market and multiple offer situations.

Interest Rates: March 31, 2022, 4.67% for a 30-year fixed

Mortgage rates have increased 1.5 percentage points over the last three months alone, the fastest three-month rise since May of 1994. The increase in mortgage rates has softened purchase activity somewhat because the monthly payment for those looking to buy a home has risen substantially from a year ago.



What's Ahead:

There continues to be more home buyers than there are homes available to purchase, even with rising interest rates. The rising cost of housing is a supply issues and experts point to data that supports there is not a "housing bubble" so it will not burst like it did in 2008. Buying a home is tough right now, but it's still one of the best investments to increase your net worth.

Legend:

- Region 1-Adams, Green Lake, Marquette, Waushara Counties
- Region 2-Columbia County
- Region 3-Crawford, Richland, Vernon Counties
- Region 4-Dane County
- Region 5-Dodge County
- Region 6-Grant, Iowa, Lafayette Counties
- Region 7-Green County
- Region 8-Rock County
- Region 9-Sauk County

National Association of REALTORS® Statistics: <https://www.nar.realtor/research-and-statistics/housing-statistics>

South Central Wisconsin MLS Sold & Active Residential Listings (Including Condos)

	MARCH			JANUARY -MARCH		
	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
ADAMS / GREEN LAKE / MARQUETTE / WAUSHARA						
# New Listings	132	153	-13.7%	297	299	-0.7%
# Sales	97	90	7.8%	242	238	1.7%
Average Sale Price	219,198	269,450	-18.6%	240,277	250,425	-4.1%
Median Sale Price	189,000	206,750	-8.6%	192,500	175,450	9.7%
Total Active Residential Listings	145	155	-6.5%	145	155	-6.5%
COLUMBIA COUNTY						
# New Listings	66	71	-7.0%	131	168	-22.0%
# Sales	46	49	-6.1%	104	140	-25.7%
Average Sale Price	283,966	255,289	11.2%	288,258	253,041	13.9%
Median Sale Price	272,450	225,000	21.1%	250,000	222,500	12.4%
Total Active Residential Listings	36	59	-39.0%	36	59	-39.0%
CRAWFORD / RICHLAND / VERNON COUNTIES						
# New Listings	45	71	-36.6%	103	146	-29.5%
# Sales	45	46	-2.2%	106	114	-7.0%
Average Sale Price	251,182	247,470	1.5%	305,240	234,523	30.2%
Median Sale Price	195,000	153,450	27.1%	195,000	154,950	25.8%
Total Active Residential Listings	48	83	-42.2%	48	83	-42.2%
DANE COUNTY						
# New Listings	820	875	-6.3%	1,789	1,936	-7.6%
# Sales	561	582	-3.6%	1,332	1,410	-5.5%
Average Sale Price	410,940	380,434	8.0%	399,948	363,282	10.1%
Median Sale Price	375,000	350,000	7.1%	370,000	335,000	10.4%
Total Active Residential Listings	290	400	-27.5%	290	400	-27.5%
DODGE COUNTY						
# New Listings	95	82	15.9%	199	195	2.1%
# Sales	60	78	-23.1%	201	180	11.7%
Average Sale Price	251,923	234,199	7.6%	249,382	211,506	17.9%
Median Sale Price	211,000	198,700	6.2%	203,000	189,394	7.2%
Total Active Residential Listings	45	49	-8.2%	45	49	-8.2%
GRANT / IOWA / LAFAYETTE COUNTIES						
# New Listings	78	78	0.0%	166	184	-9.8%
# Sales	63	55	14.5%	158	145	9.0%
Average Sale Price	263,800	221,811	18.9%	252,378	209,779	20.3%
Median Sale Price	210,000	173,000	21.4%	194,250	165,000	17.7%
Total Active Residential Listings	77	90	-14.4%	77	90	-14.4%
GREEN COUNTY						
# New Listings	39	52	-25.0%	102	104	-1.9%
# Sales	33	33	0.0%	76	78	-2.6%
Average Sale Price	314,903	238,136	32.2%	309,939	239,899	29.2%
Median Sale Price	265,000	214,900	23.3%	265,250	202,449	31.0%
Total Active Residential Listings	36	21	71.4%	36	21	71.4%
ROCK COUNTY						
# New Listings	247	201	22.9%	494	495	-0.2%
# Sales	137	148	-7.4%	404	449	-10.0%
Average Sale Price	235,155	207,270	13.5%	228,859	205,613	11.3%
Median Sale Price	190,000	189,950	0.0%	193,500	185,000	4.6%
Total Active Residential Listings	127	88	44.3%	127	88	44.3%
SAUK COUNTY						
# New Listings	106	96	10.4%	203	210	-3.3%
# Sales	56	66	-15.2%	138	174	-20.7%
Average Sale Price	323,267	273,697	18.1%	279,292	244,949	14.0%
Median Sale Price	279,249	224,000	24.7%	245,000	217,950	12.4%
Total Active Residential Listings	52	85	-38.8%	52	85	-38.8%
16 COUNTY TOTAL						
# New Listings	1,628	1,679	-3.0%	3,484	3,737	-6.8%
# Sales	1,098	1,147	-4.3%	2,761	2,928	-5.7%
Average Sale Price	335,711	310,917	8.0%	325,161	292,395	11.2%
Median Sale Price	310,250	279,900	10.8%	291,000	260,000	11.9%
Total Active Residential Listings	856	1,030	-16.9%	856	1,030	-16.9%

Active listing numbers are pulled mid-month, and do not include listings in offer-show status.